

Figure 2b -- Selected Residential Market Share Analysis

YoY Growth in RGUs								
	2001	2002	2003E	2004E	2005E	2006E	2007E	2008E
CABLE/DBS								
Basic Cable		1.9%	0.9%	2.0%	2.5%	2.2%	2.0%	1.9%
Digital Cable		26.3%	20.0%	13.0%	10.0%	7.0%	5.0%	5.0%
HSD		60.3%	40.0%	27.0%	20.0%	12.0%	7.0%	5.0%
Local Telephone		19.5%	7.1%	62.5%	44.2%	34.7%	18.8%	8.3%
Long Distance		19.5%	7.1%	62.5%	44.2%	34.7%	18.8%	8.3%
Dial-Up ISP		<u>NM</u>	<u>NM</u>	<u>NM</u>	<u>NM</u>	<u>NM</u>	<u>NM</u>	<u>NM</u>
TOTAL RGUs		25.5%	15.0%	33.4%	24.2%	18.1%	10.3%	5.7%
iLEC								
Basic Cable		-	-	-	-	-	-	-
Digital Cable		-	-	-	-	-	-	-
HSD		58.4%	50.0%	33.0%	20.0%	15.0%	10.0%	5.0%
Local Telephone		-4.3%	-6.6%	-3.3%	-1.5%	-1.6%	-1.2%	-0.2%
Long Distance		144.1%	62.4%	12.5%	12.5%	12.5%	11.6%	1.5%
Dial-Up ISP		<u>-2.0%</u>	<u>-5.0%</u>	<u>-15.0%</u>	<u>-25.0%</u>	<u>-25.0%</u>	<u>-15.0%</u>	<u>-10.0%</u>
TOTAL RGUs		49.1%	25.2%	6.8%	1.5%	0.2%	1.3%	-0.9%
WIRELESS								
Basic Cable		-	-	-	-	-	-	-
Digital Cable		-	-	-	-	-	-	-
HSD		-	-	-	-	-	-	-
Local Telephone		9.7%	9.2%	5.9%	4.3%	3.7%	3.2%	2.8%
Long Distance		9.7%	9.2%	5.9%	4.3%	3.7%	3.2%	2.8%
Dial-Up ISP		-	-	-	-	-	-	-
TOTAL RGUs		9.7%	9.2%	5.9%	4.3%	3.7%	3.2%	2.8%
IXC / Other								
Basic Cable		-	-	-	-	-	-	-
Digital Cable		-	-	-	-	-	-	-
HSD		-	-	-	-	-	-	-
Local Telephone		19.6%	13.9%	5.0%	5.0%	5.0%	10.0%	1.4%
Long Distance		-9.7%	-14.0%	-5.0%	-5.0%	-5.0%	-5.7%	-0.5%
Dial-Up ISP		<u>-9.1%</u>	<u>-5.0%</u>	<u>-10.0%</u>	<u>-10.0%</u>	<u>-10.0%</u>	<u>-10.0%</u>	<u>-10.0%</u>
TOTAL RGUs		0.3%	-1.7%	-3.3%	-3.3%	-3.3%	-1.9%	-3.0%

Source: Company reports, FCC, Thomas Weisel Partners LLC estimates